2019



Toll-Free Direct 800-987-5446 www.NinjaCoaching.com

"What You Focus On Expands!"

Monday Morning Agenda

Name Start Time

Date Finish Time

FOCUS

What is my mission? What did I do last week to follow it?

Read Mastery Review Yearly Goals

Review Business Plan Review Monthly Goals

Recited daily gratitudes and affirmation Review Weekly Goals

Review Notes from last Monday Morning

Meeting with self.

Week In Review & Plan for Coming Week

Last week did I run my business like a business? How can I improve this week?

My AHAs for this week...

Who did I have a "Real Estate Review" with last	week?		
1. Name		Mailed	In Person
Highlights			
2. Name		Mailed	In Person
Highlights			
Who needs a "Real Estate Review" this week?	Reminder: Listing appoi	ntments do not cou	ınt.
1. Name	Phone		
Address			
Price Range	Style/SqFt		
2. Name	Phone		
Address			
Price Range	Style/SqFt		
1. NameHighlights2. NameHighlights			
Who is scheduled for a lunch this week?			
(Mastery Tip: Birthdays, wedding anniversaries, and annivers	saries of home purchases are	all great reasons for "lur	nch".)
1. Name	Company		
Phone Number	Address		
Reason for getting together:			
2. Name	Company		
Phone Number	Address		
Reason for getting together:			
Did I make my 50 FORD contacts last week?	Yes	No	
How many?			
How many new contacts added to database la	ast week?		
Have they been started on an 8x8?	Yes No		

Did I write at least 10 personal notes last week? Yes

(Mastery Tip: Batch all 10 notes into a scheduled time each week OR break them into 2 a day and incorporate them into a pre-established daily ritual such as your morning coffee.)

No

Who am I planning to write notes to this week?

	1.	Name		Reason
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2. Name Reason

3. Name Reason

4. Name Reason

5. Name Reason

6. Name Reason

7. Name Reason

8. Name Reason

9. Name Reason

10. Name Reason

Who is a new potential seller from last week?

1. Name Phone

Price Range Address

Source Style/SqFt

2. Name Phone

Price Range Address

Source Style/SqFt

3. Name Phone

Price Range Address

Source Style/SqFt

4. Name Phone

Price Range Address

Source Style/SqFt

5. Name Phone

Price Range Address

Source Style/SqFt

Who is a new potential buyer from last week?

1. Name Phone

Price Range Address

Source Style/SqFt

2. Name Phone

Price Range Address

Source Style/SqFt

3. Name Phone

Price Range Address

Source Style/SqFt

4. Name Phone

Price Range Address

Source Style/SqFt

5. Name Phone

Price Range Address

Source Style/SqFt

Tracking Your Numbers

How many offers written last week?

How many contracts had mutual acceptance last week?

How many deals closed last week?

How many listing appointments last week?

How many new listings taken last week?

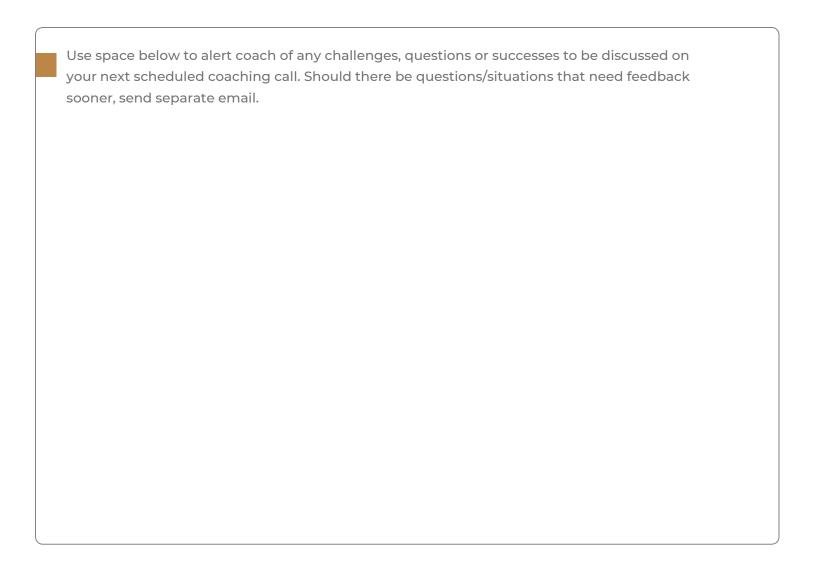
Only complete the following sections if your coach has reviewed the referenced tool with you and asked you to start using it. Otherwise ignore for now.

Did you track your P-I-N time last week? Yes No

If so, please enter your year-to-date numbers:

I:P ratio P \$/per hour T \$/per hour

Has business tracker been updated with last week's numbers? Yes No



Click Save and Send Icon Below to Save This Week's MMA and Send to Your Coach

Note: If you are using Apple Preview or a Non-Adobe viewer to complete this form, the automation connected with the icon above may not work. If that is the case, please use the Save As function, save your completed form as a PDF and send to your coach.



FOCUS. SKILLS. ACTION. RESULTS.